

## CHARLESBANK TECHNOLOGY INVESTING INITIATIVE

Based in Boston and launched in 2019, Charlesbank Capital Partners' technology investing initiative was formed to make equity investments in technology companies.

Charlesbank invests in both control and minority investments, buyouts and recapitalizations, and consolidations within its target sectors.

### THE FIRM

Founded in 1998, Charlesbank is a middle-market private investment firm with more than \$15 billion of cumulative capital raised. The firm's Flagship strategy focuses on management-led buyouts and growth capital financings and invests across a range of industries, supporting management teams in building businesses, primarily in the United States. In addition to technology, Charlesbank also engages in opportunistic credit investments.

### INVESTMENT PARAMETERS

#### TYPICAL ENTERPRISE VALUES

\$50M – \$300M

#### TRANSACTION TYPES

Primarily control-oriented

#### GEOGRAPHIC FOCUS

Based in, or with revenue sourced from, U.S. or Canada











### KEY CRITERIA

- Well-established products and business models
- Predictable financial profiles with recurring/recurring revenue
- Attractive and sustainable unit economics
- Strong and defensible competitive positions
- Proven core executive teams
- Multiple levers to accelerate value creation

### CURRENT INVESTMENTS

-  **Aptean**  
Enterprise resource planning software
-  **Cyberbit**  
Cloud-based cyber-security training and simulation
-  **DoIT International**  
Public cloud operations software and expertise
-  **Fortra**  
Infrastructure management software for IT departments
-  **Healthcare Fraud Shield**  
Insurance fraud, waste and abuse solutions
-  **Imagequix**  
High-volume photography software
-  **Ivanti**  
Enterprise IT software
-  **Mediaocean**  
Advertising software platform
-  **PakEnergy**  
Oil and gas accounting solutions
-  **SOLVE**  
Fixed income market data and analytics
-  **Titan Cloud**  
IoT software

### TARGET SECTORS

-  **Enterprise software**
-  **Cybersecurity**
-  **Infrastructure software**
-  **Cloud computing**
-  **Financial technology**
-  **Healthcare IT**
-  **Internet**
-  **Tech-enabled services and e-commerce**
-  **Data and analytics**
-  **Industrial technology**

### INVESTMENT TEAM

- Hiren Mankodi**  
Managing Director
- Darren Battistoni**  
Managing Director
- Mayur Desai**  
Managing Director
- Bhuvan Jain**  
Principal
- Dhruva Kaul**  
Senior Vice President
- Michael Zirngibl**  
Senior Vice President
- Andrew Barnett**  
Vice President
- Anumita Das**  
Vice President
- Ryan Lee**  
Vice President
- Flannery Zhou**  
Vice President
- Jonathan Bujak**  
Associate
- Chase Ciotti**  
Associate
- Nitish Jindal**  
Associate
- Matthew Mastrianni**  
Associate
- Richard Schweiker**  
Associate
- Jack Stone**  
Associate
- Kyle Weil**  
Associate
- Will Eisenbeis**  
Advisory Director
- Caleb Barlow**  
Advisor
- Steve Carpenter**  
Advisor
- Brian Pierce**  
Advisor
- Zorian Rotenberg**  
Advisor

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